



**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

[www.wsfa.com](http://www.wsfa.com)

And:

**PinPoint Media, Inc (B)**  
**1707 Osage St, Ste 103**  
**Alexandria, VA 22302**

# CONTRACT

<b>Contract / Revision</b> 1800036 /		<b>Alt Order #</b> 08768711
<b>Product</b> LUTHER STRANGE SENAT		
<b>Contract Dates</b> 09/19/17 - 09/26/17		<b>Estimate #</b> 813
<b>Advertiser</b> POL/Strange, Luther/R/Senator/AL		<b>Original Date / Revision</b> 08/28/17 / 08/28/17
<b>Billing Cycle</b> EOM/EOC	<b>Billing Calendar</b> Broadcast	<b>Cash/Trade</b> Cash
<b>Property</b> WSFA	<b>Account Executive</b> Ryan Eddins	<b>Sales Office</b> HRP-Washingtc
<b>Special Handling</b>		
<b>Demographic</b> Adults 35+		
<b>Agy Code</b> 9913865	<b>Advertiser Code</b> 62	<b>Product 1/2</b> 78
<b>Agency Ref</b>		<b>Advertiser Ref</b>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	WSFA	09/22/17	09/22/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$275.00			
2	WSFA	09/22/17	09/22/17	NBC Today Show 3	10-11am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$50.00			
3	WSFA	09/22/17	09/22/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$30.00			
4	WSFA	09/22/17	09/22/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$30.00			
5	WSFA	09/22/17	09/22/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$100.00			
6	WSFA	09/22/17	09/22/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$60.00			
7	WSFA	09/22/17	09/22/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$60.00			
8	WSFA	09/22/17	09/22/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$100.00			
9	WSFA	09/22/17	09/22/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$350.00			
10	WSFA	09/22/17	09/22/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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Contract / Revision	Alt Order #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$175.00			
11	WSFA	09/22/17	09/22/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	----1--				1	\$115.00			
12	WSFA	09/25/17	09/25/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$275.00			
13	WSFA	09/25/17	09/25/17	NBC Today Show 3	10-11am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$50.00			
14	WSFA	09/25/17	09/25/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$30.00			
15	WSFA	09/25/17	09/25/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$30.00			
16	WSFA	09/25/17	09/25/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$100.00			
17	WSFA	09/25/17	09/25/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$60.00			
18	WSFA	09/25/17	09/25/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$75.00			
19	WSFA	09/25/17	09/25/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$100.00			
20	WSFA	09/25/17	09/25/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$350.00			
21	WSFA	09/25/17	09/25/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$175.00			
22	WSFA	09/25/17	09/25/17	ENTERTAINMENT TONIGHT	630-7p		:30			NM	1	\$215.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$215.00			
23	WSFA	09/25/17	09/25/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$115.00			
24	WSFA	09/25/17	09/25/17	NBC Today 2	9-10am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/25/17	10/01/17	1-----				1	\$50.00			
25	WSFA	09/23/17	09/23/17	NBC Saturday Today Show	6-8am		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1-				1	\$45.00			

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1800036 /	08768711

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Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
26	WSFA	09/24/17	09/24/17	WSFA 12 NEWS @ 1030P	1030-11P		:30			NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$150.00			
27	WSFA	09/24/17	09/24/17	NET NBC Sunday Today Shc	7-8a		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$45.00			
28	WSFA	09/24/17	09/24/17	NET NBC Meet The Press	8-9a		:30			NM	1	\$45.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$45.00			
29	WSFA	09/24/17	09/24/17	WSFA News Sunday AM	9-930a		:30			NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-----1				1	\$20.00			
30	WSFA	09/21/17	09/21/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$275.00			
31	WSFA	09/21/17	09/21/17	NBC Today Show 3	10-11am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$50.00			
32	WSFA	09/21/17	09/21/17	Tonight Show	1035-1137pm		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$115.00			
33	WSFA	09/21/17	09/21/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$30.00			
34	WSFA	09/21/17	09/21/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$30.00			
35	WSFA	09/21/17	09/21/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$100.00			
36	WSFA	09/21/17	09/21/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$60.00			
37	WSFA	09/21/17	09/21/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$60.00			
38	WSFA	09/21/17	09/21/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$60.00			
39	WSFA	09/21/17	09/21/17	WSFA 12 NEWS AT 4PM	M-F 430-5P		:30			NM	1	\$75.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$75.00			
40	WSFA	09/21/17	09/21/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$100.00			
41	WSFA	09/21/17	09/21/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00

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Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/S	08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$350.00			
42	WSFA	09/21/17	09/21/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$175.00			
43	WSFA	09/21/17	09/21/17	NBC Today 2	9-10am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	---1---				1	\$50.00			
44	WSFA	09/19/17	09/19/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	1	\$275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$275.00			
45	WSFA	09/19/17	09/26/17	NBC Today Show 3	10-11am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$50.00			
Week:		09/25/17	10/01/17	-1-----				1	\$50.00			
46	WSFA	09/19/17	09/19/17	Tonight Show	1035-1137pm		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$115.00			
47	WSFA	09/19/17	09/26/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$30.00			
Week:		09/25/17	10/01/17	-1-----				1	\$30.00			
48	WSFA	09/19/17	09/26/17	ALABAMA LIVE @ 1130AM	1130A-12P		:30			NM	2	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$30.00			
Week:		09/25/17	10/01/17	-1-----				1	\$30.00			
49	WSFA	09/19/17	09/19/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$100.00			
50	WSFA	09/19/17	09/19/17	JUDGE JUDY 1ST RUN	330-4p		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$60.00			
51	WSFA	09/19/17	09/19/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$60.00			
52	WSFA	09/19/17	09/19/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$185.00			
53	WSFA	09/19/17	09/26/17	Today in Alabama 530a	528am-6am		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$100.00			
Week:		09/25/17	10/01/17	-1-----				1	\$100.00			
54	WSFA	09/19/17	09/19/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$350.00			
55	WSFA	09/19/17	09/26/17	Today In Alabama	6a-7a		:30			NM	2	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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**WSFA**  
**12 East Delano Ave.**  
**Montgomery, AL 36105**  
**(334) 288-1212**

www.wsfa.com

Contract / Revision	Alt Order #
1800036 /	08768711

Contract Dates	Product	Estimate #
09/19/17 - 09/26/17	LUTHER STRANGE SE	813

Advertiser	Original Date / Revision
POL/Strange, Luther/R/St	08/28/17 / 08/28/17

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$175.00			
Week:		09/25/17	10/01/17	-1-----				1	\$175.00			
56	WSFA	09/19/17	09/26/17	NBC Today Show	7-9am		:30			NM	2	\$230.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$115.00			
Week:		09/25/17	10/01/17	-1-----				1	\$115.00			
57	WSFA	09/19/17	09/19/17	NBC Today 2	9-10am		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	-1-----				1	\$50.00			
58	WSFA	09/20/17	09/20/17	ALABAMA LIVE @ 11A	11-1130Am		:30			NM	1	\$30.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$30.00			
59	WSFA	09/20/17	09/20/17	WSFA 12 News at Noon	12-1230pm		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$100.00			
60	WSFA	09/20/17	09/20/17	WSFA 12 News at Five	5-530pm		:30			NM	1	\$185.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$185.00			
61	WSFA	09/20/17	09/20/17	Today in Alabama 530a	528am-6am		:30			NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$100.00			
62	WSFA	09/20/17	09/20/17	WSFA 12 News at Six - MF	6-630pm		:30			NM	1	\$350.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$350.00			
63	WSFA	09/20/17	09/20/17	Today In Alabama	6a-7a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$175.00			
64	WSFA	09/20/17	09/20/17	NBC Today Show	7-9am		:30			NM	1	\$115.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/18/17	09/24/17	--1----				1	\$115.00			
D 65	WSFA	09/19/17	09/22/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
D 66	WSFA	09/25/17	09/26/17	WSFA 12 News at Five	5-530pm		:30			NM	0	\$0.00
D 67	WSFA	09/19/17	09/22/17	WSFA 12 News at Ten - MF	10-1035pm		:30			NM	0	\$0.00
D 68	WSFA	09/25/17	09/26/17	WSFA 12 NEWS AT 4PM	M-F 4-430P		:30			NM	0	\$0.00
<b>Totals</b>											<b>70</b>	<b>\$8,055.00</b>

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/28/17 -09/24/17	51	\$5,930.00	(\$889.50)	\$5,040.50
09/25/17 -09/26/17	19	\$2,125.00	(\$318.75)	\$1,806.25
<b>Totals</b>	<b>70</b>	<b>\$8,055.00</b>	<b>(\$1,208.25)</b>	<b>\$6,846.75</b>

**Signature: \_\_\_\_\_ Date: \_\_\_\_\_**

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AUG17/17 13.13  
\*\*\* WSEA-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
AGENCY ADVERTISER CODE = 62												
AGENCY PRODUCT CODE = 78												
AGENCY EST# = 813												
1			1000P-1035P	30		\$275.00	9/22	9/22	1		FRI	1
PROGRAM : WSFA 12 NEWS AT 10P												
CON COM1: WSFA 12 NEWS AT 10P												
2			1000A-1100A	30		\$50.00	9/22	9/22	1		FRI	1
PROGRAM : TODAY SHOW HOUR 4												
CON COM1: TODAY SHOW HOUR 4												

REP HEADLINE# 8768711  
\*\*\* ORIGINAL REV#0 \*\*\*

:LINE#	:REP	:CD	:TIME
:	:LINE#	:	:

3 1100A-

```
PROGRAM : ALAB
CON COM1: ALAB
```

4 1130A-

```
PROGRAM : ALAB
CON COM1: ALAB
```

5 1200N-

```
PROGRAM : WSFA
CON COM1: WSFA
```

6 330P-4

PROGRAM : JUDGE  
CON COM1 : TUDGE

7 400P-4

PROGRAM : WSFA

CON COM1: WSFA  
8 530A-6

PROGRAM : TODAY

CON COM1: TODA  
9 600B-6.

PROGRAM : WSFA

CON COM1: WSFA

TO 800A-7000  
PROGRAM : TODAY

CON COM1: TODAY

II /00A-90  
PROGRAM : TODAY

CON COM1: TODAY:

AUG17/17 13.13  
\*\*\* WSEA-TV \*\*\*



REP: TEL# 703-528-9387 FAX# 703-516-9680  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP

REP HEADLINE# 8768711  
\*\*\* ORIGINAL REV#0 \*\*\*

AUG17/17 13.13  
\*\*\* WSFA-TV \*\*\*

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
21			600A-700A PROGRAM : TODAY IN ALABAMA CON COM1: TODAY IN ALABAMA	30		\$175.00 ✓	9/25	9/25	1		MON	1
22			630P-700P PROGRAM : ENTERTAINMENT TONIGHT CON COM1: ENTERTAINMENT TONIGHT	30		\$215.00 ✓	9/25	9/25	1		MON	1
23			700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW	30		\$115.00 ✓	9/25	9/25	1		MON	1
24			900A-1000A PROGRAM : TODAY SHOW HOUR 3 CON COM1: TODAY SHOW HOUR 3	30		\$50.00 ✓	9/25	9/25	1		MON	1
25			600A-800A PROGRAM : SATURDAY TODAY SHOW CON COM1: SATURDAY TODAY SHOW	30		\$45.00 ✓	9/23	9/23	1		SAT	1
26			1030P-1100P PROGRAM : WSFA 12 NEWS AT 10:30P CON COM1: WSFA 12 NEWS AT 10:30P	30		\$150.00 ✓	9/24	9/24	1		SUN	1
27			700A-800A PROGRAM : SUNDAY TODAY SHOW CON COM1: SUNDAY TODAY SHOW	30		\$45.00 ✓	9/24	9/24	1		SUN	1
28			800A-900A PROGRAM : MEET THE PRESS CON COM1: MEET THE PRESS	30		\$45.00 ✓	9/24	9/24	1		SUN	1
29			900A-930A PROGRAM : TODAY IN ALABAMA CON COM1: TODAY IN ALABAMA	30		\$20.00 ✓	9/24	9/24	1		SUN	1

REP HEADLINE# 8768711  
\*\*\* ORIGINAL REV#0 \*\*\*

HARRIS REPORT FROM REP

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL :SPTS
30			1000P-1035P	30		\$275.00	9/21	9/21	1		THU	1
PROGRAM : WSFA 12 NEWS AT 10P												
CON COM1: WSFA 12 NEWS AT 10P												
31			1000A-1100A	30		\$50.00	9/21	9/21	1		THU	1
PROGRAM : TODAY SHOW HOUR 4												
CON COM1: TODAY SHOW HOUR 4												
32			1035P-1135P	30		\$115.00	9/21	9/21	1		THU	1
PROGRAM : THE TONIGHT SHOW W JIMMY FALLON												
CON COM1: THE TONIGHT SHOW W JIMMY FALLON												
33			1100A-1130A	30		\$30.00	9/21	9/21	1		THU	1
PROGRAM : ALABAMA LIVE												
CON COM1: ALABAMA LIVE												
34			1130A-1200N	30		\$30.00	9/21	9/21	1		THU	1
PROGRAM : ALABAMA LIVE												
CON COM1: ALABAMA LIVE												
35			1200N-1230P	30		\$100.00	9/21	9/21	1		THU	1
PROGRAM : WSFA 12 NEWS AT 12P												
CON COM1: WSFA 12 NEWS AT 12P												
36			330P-400P	30		\$60.00	9/21	9/21	1		THU	1
PROGRAM : JUDGE JUDY												
CON COM1: JUDGE JUDY												
37			330P-400P	30		\$60.00	9/21	9/21	1		THU	1
PROGRAM : JUDGE JUDY												
CON COM1: JUDGE JUDY												
38			400P-430P	30		\$60.00	9/21	9/21	1		THU	1
PROGRAM : WSFA 12 NEWS AT 4P												
CON COM1: WSFA 12 NEWS AT 4P												

REP \*

Q

上 \*  
 中 \*  
 下 \*

:LINE#:	REP	:CD:	TIME PERIOD	:LGTH:	:SEC:	:RATE	:START DATE	:END DATE	:SPTS /WK:	:WEEK INVT	:DAYS	:TOTL: :SPTS:
39			430P-500P	30		\$75.00	9/21	9/21	1		THU	1
PROGRAM : WSFA 12 NEWS AT 4:30P												
CON COM1: WSFA 12 NEWS AT 4:30P												
40			530A-600A	30		\$100.00	9/21	9/21	1		THU	1
PROGRAM : TODAY IN ALABAMA												
CON COM1: TODAY IN ALABAMA												
41			600P-630P	30		\$350.00	9/21	9/21	1		THU	1
PROGRAM : WSFA 12 NEWS AT 6P												
CON COM1: WSFA 12 NEWS AT 6P												
42			600A-700A	30		\$175.00	9/21	9/21	1		THU	1
PROGRAM : TODAY IN ALABAMA												
CON COM1: TODAY IN ALABAMA												
43			900A-1000A	30		\$50.00	9/21	9/21	1		THU	1
PROGRAM : TODAY SHOW HOUR 3												
CON COM1: TODAY SHOW HOUR 3												
44			1000P-1035P	30		\$275.00	9/19	9/19	1		TUE	1
PROGRAM : WSFA 12 NEWS AT 10P												
CON COM1: WSFA 12 NEWS AT 10P												
45			1000A-1100A	30		\$50.00	9/19	9/26	1		TUE	2
PROGRAM : TODAY SHOW HOUR 4												
CON COM1: TODAY SHOW HOUR 4												
46			1035P-1135P	30		\$115.00	9/19	9/19	1		TUE	1
PROGRAM : THE TONIGHT SHOW W JIMMY FALLON												
CON COM1: THE TONIGHT SHOW W JIMMY FALLON												
47			1100A-1130A	30		\$30.00	9/19	9/26	1		TUE	2
PROGRAM : ALABAMA LIVE												
CON COM1: ALABAMA LIVE												



REP: TEL# 703-528-9387 FAX# 703-516-9680  
CREDIT ADVISORY: AGENCY CREDIT RISK !!!  
ORDER WORKSHEET HARRIS REPORT FROM REP

REP HEADLINE# 8768711  
\*\*\* ORIGINAL REV#0 \*\*\*

AUG17/17 13.13  
\*\*\* WSFA-TV \*\*\*

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS /WK	:WEEK INVT	:DAYS	:TOTL :SPTS
57			900A-1000A PROGRAM : TODAY SHOW HOUR 3 CON COM1: TODAY SHOW HOUR 3	30		\$50.00 ✓	9/19	9/19	1		TUE	1
58			1100A-1130A PROGRAM : ALABAMA LIVE CON COM1: ALABAMA LIVE	30		\$30.00 ✓	9/20	9/20	1		WED	1
59			1200N-1230P PROGRAM : WSFA 12 NEWS AT 12P CON COM1: WSFA 12 NEWS AT 12P	30		\$100.00 ✓	9/20	9/20	1		WED	1
60			500P-530P PROGRAM : WSFA 12 NEWS AT 5P CON COM1: WSFA 12 NEWS AT 5P	30		\$185.00 ✓	9/20	9/20	1		WED	1
61			530A-600A PROGRAM : TODAY IN ALABAMA CON COM1: TODAY IN ALABAMA	30		\$100.00 ✓	9/20	9/20	1		WED	1
62			600P-630P PROGRAM : WSFA 12 NEWS AT 6P CON COM1: WSFA 12 NEWS AT 6P	30		\$350.00 ✓	9/20	9/20	1		WED	1
63			600A-700A PROGRAM : TODAY IN ALABAMA CON COM1: TODAY IN ALABAMA	30		\$175.00 ✓	9/20	9/20	1		WED	1
64			700A-900A PROGRAM : TODAY SHOW CON COM1: TODAY SHOW	30		\$115.00 ✓	9/20	9/20	1		WED	1
65			500P-530P PROGRAM : NEWS CON COM1: NEWS	30		\$185.00 ✓	9/19	9/22	2		TU-F	2

AUG17/17 13.13  
\*\* WSEA-TV \*\*

SVC- NSI  
DEMOS- RA35+\*

REP HEADLINE# 8768711  
\*\*\* UNAPPROVED REV #1

REP HEADLINE# 8768711

\*\*\* UNAPPROVED REV #1

T	V
N	Z
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E	S
I	T
#	9
B	8
D	7
.	6

:LINE#	:REP	:CD	:TIME PERIOD	:LGTH	:SEC	:RATE	:START DATE	:END DATE	:SPTS/WK	:WEEK INVT	:DAYS	:TOTL SPTS
66	S		500P-530P	30		\$185.00	9/25	9/26	0		M-TU	0
PROGRAM : NEWS												
CON COM1: NEWS												
67	S		1000P-1035P	30		\$115.00	9/19	9/22	0		TU-F	0
PROGRAM : TONIGHT SHOW												
CON COM1: TONIGHT SHOW												
68	S		400P-430P	30		\$60.00	9/25	9/26	0		M-TU	0
PROGRAM : NEWS												
CON COM1: NEWS												
SEP/17			\$5,930.00	OCT/17		\$2,125.00						
CONTRACT TOTAL												\$8,055.00
TOTAL SPOTS												70

MARKET TOTALS \$49,388      WSFA 56%      WNCF 7%      WAKA 28%      WCOV 9%      CABL 0%      WBMM 0%      WIYC 0%

ACCURATE SHARES      ESFA 0%      EAKA 0%

SVC- NSI

DEMOS- RA35+\*

MOD CODE    A-ADD    B-BUY TYPE    C-CANCELLED    DE-DELETE    E-EFF DATES    L-LENGTH    M-MAKEGOOD    N-PROGRAM NAME

P-CLASS,PLAN,SECT    Q-PAID PGM    R-RATE    S-SPOTS PER WEEK    T-TIME    X-LATE    Y-DAYS    Z-COMMENTS    \*-MULTIPLE



REP HEADLINE# 8768711 TRF# 1800036 REP: TEL# 703-528-9387 FAX# 703-516-9680  
\$\$\$ APPROVED REV #1 \$\$\$ CREDIT ADVISORY: AGENCY CREDIT RISK !!! AUG28/17 18.01  
ORDER WORKSHEET HARRIS REPORT FROM STATION \*\*\* WSFA-TV \*\*\*

ADV # \_\_\_\_\_ ADV. NAME POLI/L STRANGE/R/SEN/AL REP. # \_\_\_\_\_ OFF. # \_\_\_\_\_ SALESMAN # \_\_\_\_\_  
AGY # \_\_\_\_\_ AGY. NAME PINPOINT MEDIA BUYER NAME DANETTE SEGROVES  
1707 OSAGE STREET SUITE 103 SALES PRSN WA- RYAN EDDINS (H)  
ALEXANDRIA, VA 22302

ORDER # \_\_\_\_\_ CONTRACT # 8768711 CLASS: NATL. LOCAL REGIONAL  
PRDCT LUTHER STRANGE SENAT EST#813 COMMENTS: (LINE, ORDER, INVOICE)  
FLIGHT DATES SEP19/17 SEP26/17 WK-2  
CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE AUG28/17 18.01

REP: REVISED ORDER  
REV APPROVED  
PREVIOUS TTL \$8,785  
REVISED TTL, \$8,055  
\$730 DEDUCTED  
PLS CONFIRM  
THANKS JASMINE FOR RYAN

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*  
ELECTRONIC INVOICING:  
SPOT DATA - IDB# 1886.  
TV INVOICES - IDB# 9915283.

NOTICE: CHANGES OF THIS ORDER HAVE BEEN APPROVED. CONTRACT SCHEDULED FOR GENERATION  
CONTRACT TOTAL \$8,055.00  
TOTAL SPOTS 70

## AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

**To Avail Themselves Of The Lowest Unit Charge During A Political Window, Federal Candidates Must Sign The Certification On Page 3**

**Station and Location:**

**Date:** 5.15.17

I, Pinpoint Media,

being/on behalf of: Luther Strange,

a legally qualified candidate of the Republican

political party for the office of: US Senate

in the Special Election Primary

election to be held on: August 15 2017

do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**

I represent that the payment for the above described broadcast time has been furnished by:

Strange for Senate

and you are authorized to announce the time as paid for by such person or entity. I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Ashley Newman

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

**THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.**

***To Be Signed By Candidate or Authorized Committee***

5.15.17

Date



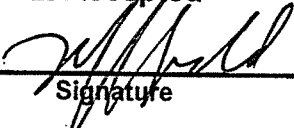
Signature

***To Be Signed By Station Representative***

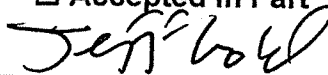
☐ Accepted

☐ Accepted in Part

☐ Rejected



Signature



Printed Name



Title

## FEDERAL CANDIDATE CERTIFICATION

**In Order For Federal Candidates To Receive The Lowest Unit Charge During A Political Window, The Following Certification Is Required:**

I, **Meredith Morton - Pinpoint Media**

(name of federal candidate or authorized committee) hereby certify that the programming to be broadcast (in whole or in part) pursuant to this agreement:

☐ does

☒ does not

refer to an opposing candidate (check applicable box). I further certify that for the programming that does refer to an opposing candidate:

(check applicable box)

☐ the radio programming contains a personal audio statement by the candidate that identifies the candidate, the office being sought, and that the candidate has approved the broadcast.

☒ the television programming contains a clearly identifiable photograph or similar image of the candidate for a duration of at least four seconds, and a simultaneously displayed printed statement identifying the candidate, that the candidate approved the broadcast, and that the candidate and/or the candidate's authorized committee paid for the broadcast.



signature of candidate or authorized committee

**Meredith Morton**

printed name

**5.15.17**

date

## AGREED UPON SCHEDULE

(TO BE FILLED IN ONLY IF STATION DOES NOT ACCEPT ALL OF  
CANDIDATE'S REQUEST)

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks

**Attach proposed schedule with charges (if available):**

### AFTER AIRING OF BROADCASTS:

Attach invoices or Schedule Run Summary to this Form showing:

- 1) actual air time and charges for each spot;
- 2) the date(s), exact time(s) and reason(s) for Make-Good(s), if any; and
- 3) the amount of rebates given (identify exact date, time, class of broadcast and dollar amount for each rebate), if any.

**Note:** Because the FCC requires that the political file contain the actual times the spots air and the rates charged, that information should be included in the file as soon as possible. If that information is only generated monthly, the file should include the name of a contact person who can provide the times that specific spots aired and the rates charged. The FCC's online political files include a folder for "Terms and Disclosures." NAB suggests that, for stations subject to the online public file rule, the names of contact person(s) be placed in that folder.